

Ability to Change Drives Two Decades of Success

Terry and Sandra Arnett - Trand, Inc.

Diversification has been the name of the game for Terry and Sandra Arnett's small business over the last 20 years. Their company, Trand, Inc., located in Pratt, Kansas, has gone through multiple transformations on its road to success. In 1990, they began with nine oilfield rig-up trucks transporting and setting up oil drilling rigs in Kansas, Oklahoma and Texas. When oilfield work began to dry up, the company branched out into long haul, flat-bed trucking. In 1995, two double drop trailers were purchased to haul oversize and overweight loads. As fuel costs increased, the business again changed its focus, gradually specializing in providing industrial crane services.

Trand's entry into the crane business came about when the company purchased its own 25-ton hydraulic crane to move heavy equipment from truck to truck. Over time, other businesses began requesting to rent the crane for their own use. The Arnetts quickly identified a need and now concentrate almost exclusively on providing crane services in Kansas, Missouri and Oklahoma. Customers include millwrights, farmer's cooperatives, gas plants, oil producers, compressor stations, wind farms, ethanol plants, steel erectors, precast erectors and other specialty contractors.

Terry and Sandra Arnett have demonstrated both the insight and the ability to diversify their business as needed to keep it viable and successful throughout the years. The company has grown from a beginning payroll of four employees to the current total of nine, and has experienced increased sales and profits, with gross revenues increasing 20 percent and exceeding \$3 million over the last three fiscal years.